

AMC



TACOM

# **“Building Partnerships for the 21<sup>st</sup> Century”**

## **THE TACOM MARKET: AN OVERVIEW**

# ***Advanced Planning Briefing For Industry***

*Presented by Mr. Daniel G. Mehney  
Director of Acquisition Center*

**27 October 1998**

# OUTLINE

- ★ **CONTRACTING BUDGET**
- ★ **ITEMS FOR PROCUREMENT**
- ★ **REFORM AND STREAMLINING**
- ★ **PROCUREMENT POINTS OF CONTACT**

# WHAT WE BUY

## ARDEC

### R&D and Initial Production

MUNITIONS  
WEAPONS &  
ARMAMENTS SYS  
FIRE CONTROL SYS  
FUZES  
WARHEAD MISSILES  
ROCKET MOTORS  
TRAINING ITEMS  
LOGISTICS AND  
GENERAL SUPPORT  
POLLUTION  
PREVENTION

## WARREN

### R&D, Production Sustainment

COMBAT VEHICLES  
TACTICAL  
VEHICLES/TRAILERS  
SUPPORT EQUIP  
TACTICAL BRIDGES  
FUEL & WATER  
DISTRIBUTION SYS  
WATER CRAFT &  
RAIL CARS

## ACALA

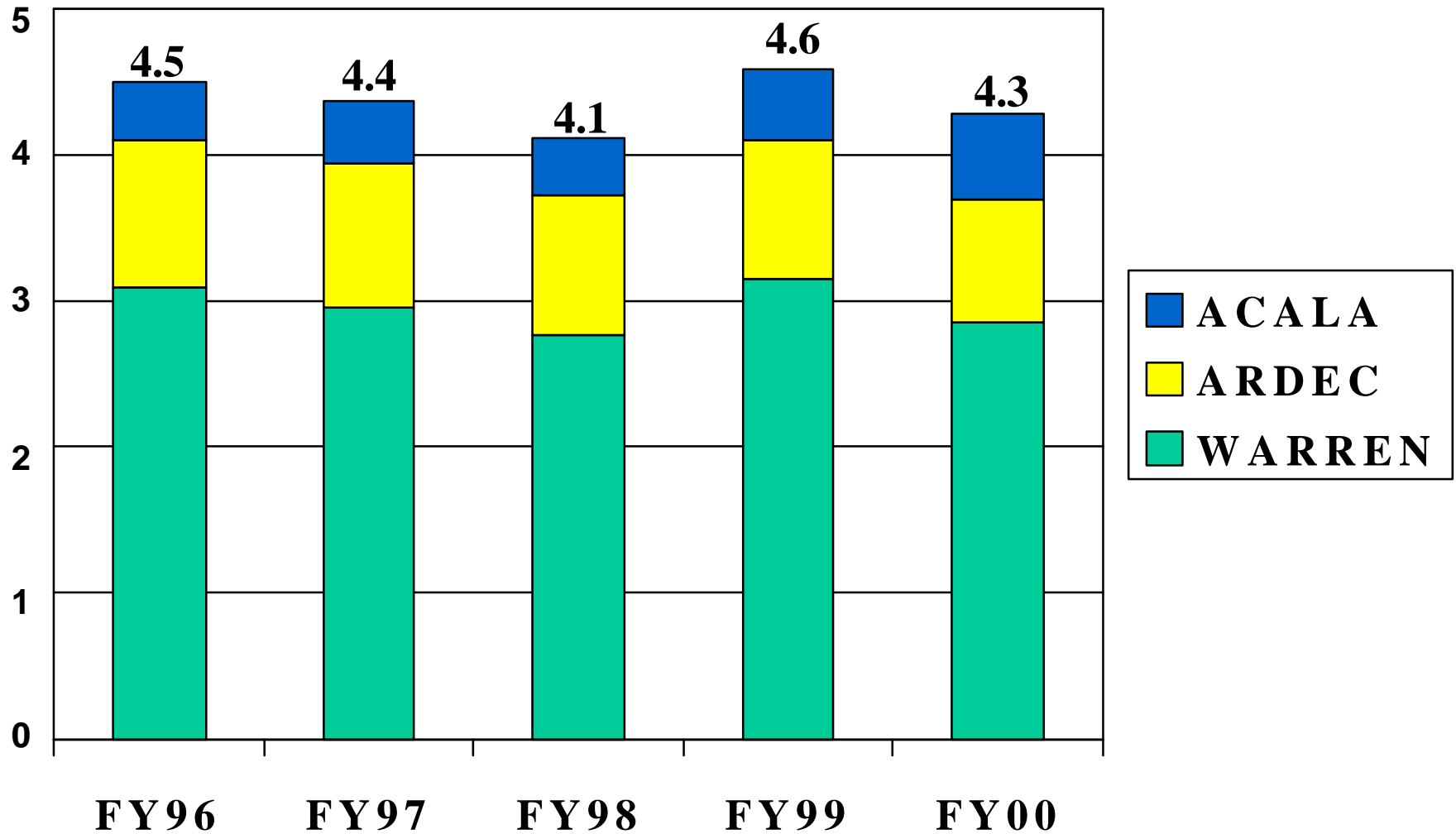
### Production, Sustainmen

COMBAT VEHICLE  
ARMAMENTS  
TRAINING DEVICES  
CHEMICAL DEF  
RIFLES  
MACHINE GUNS  
HANDGUNS  
AIRCRAFT ARMTS  
MORTARS  
RECOVERY VEH  
FIRE CONTROL SYS  
CANNONS 105-165MM

# TACOM TOTAL CONTRACTS \$'S

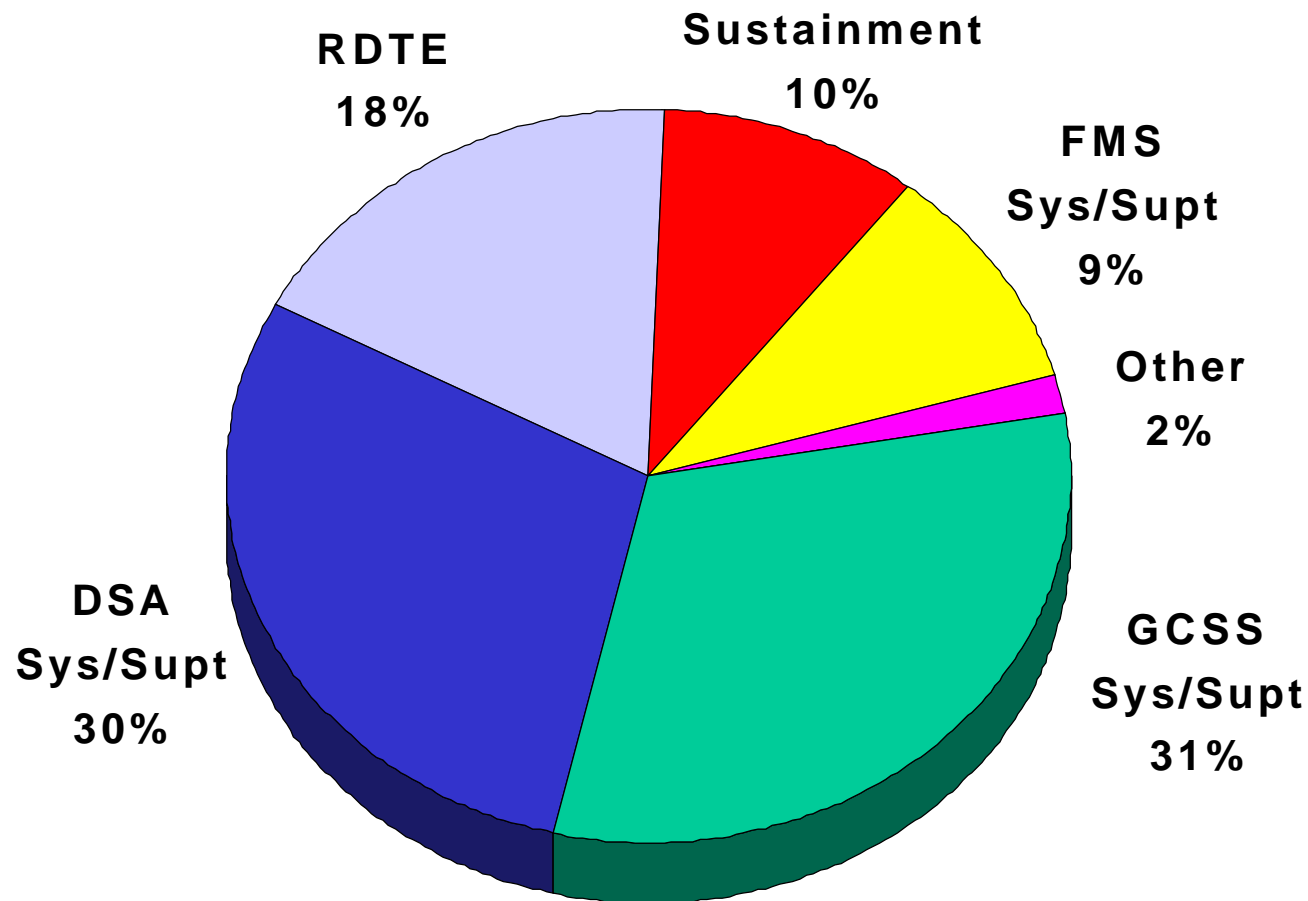
## Historical and Projected

\$'s (BILLIONS)



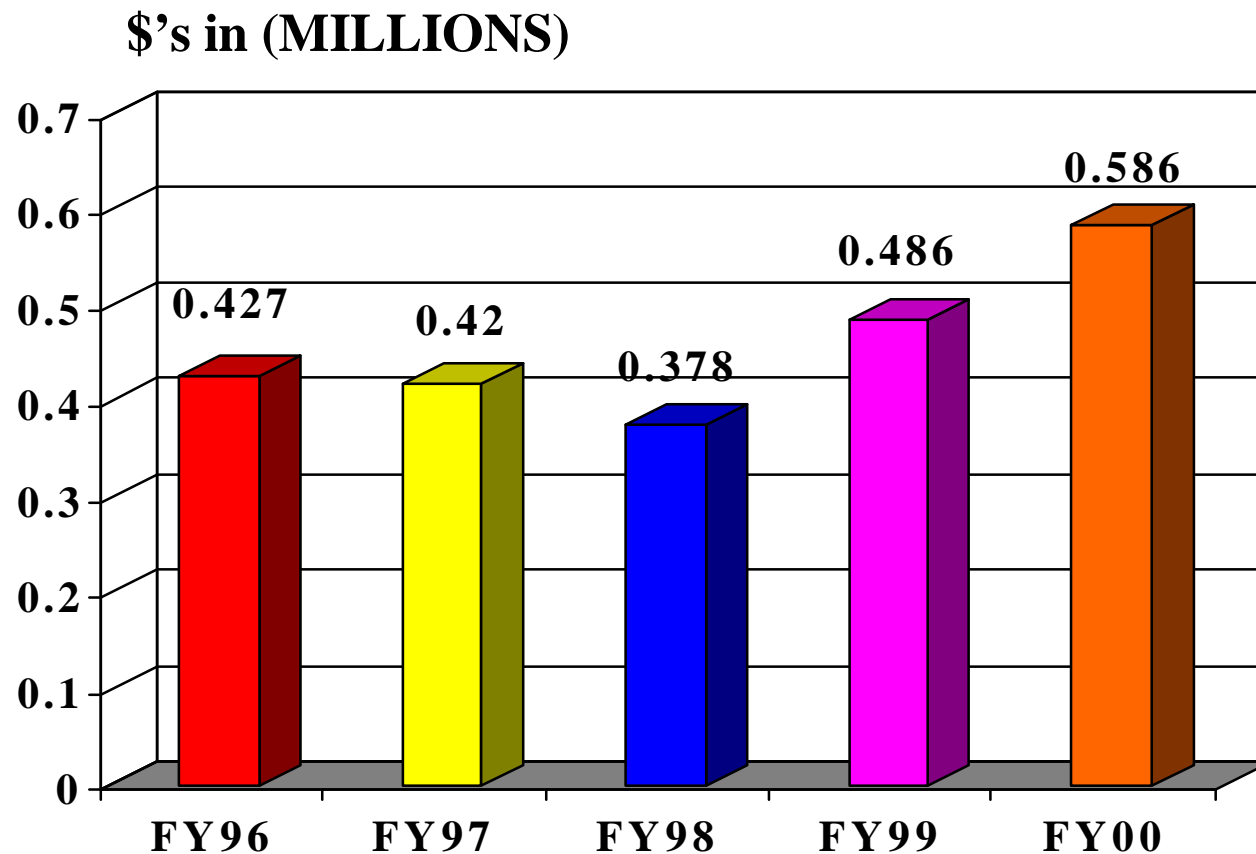
# TACOM TOTAL FY99 OBLIGATION PROJECTIONS

**Fund by Customer: \$4.59 Billion Estimated Obligation**



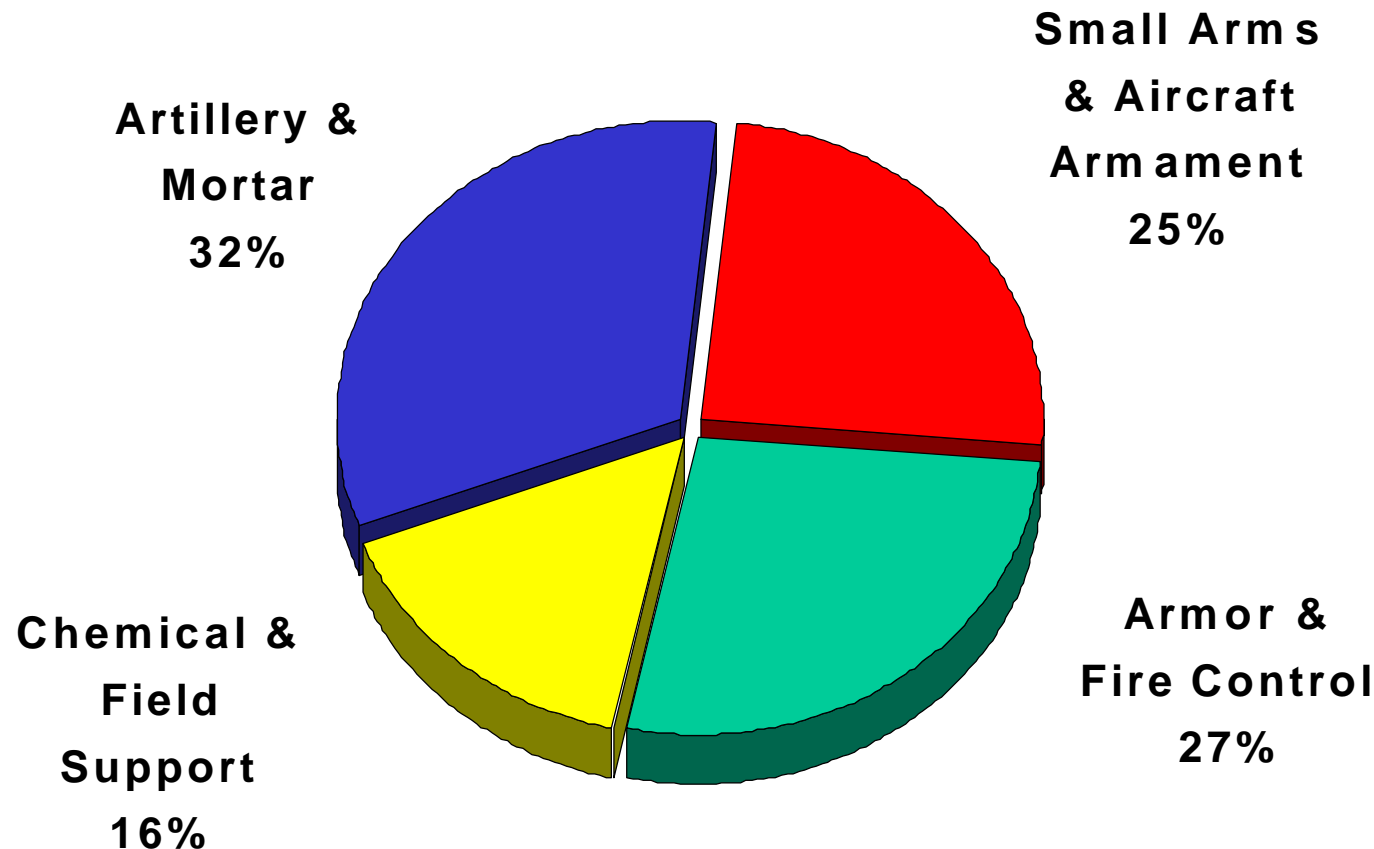
# TACOM-ACALA CONTRACT \$'S

## Historical and Projected



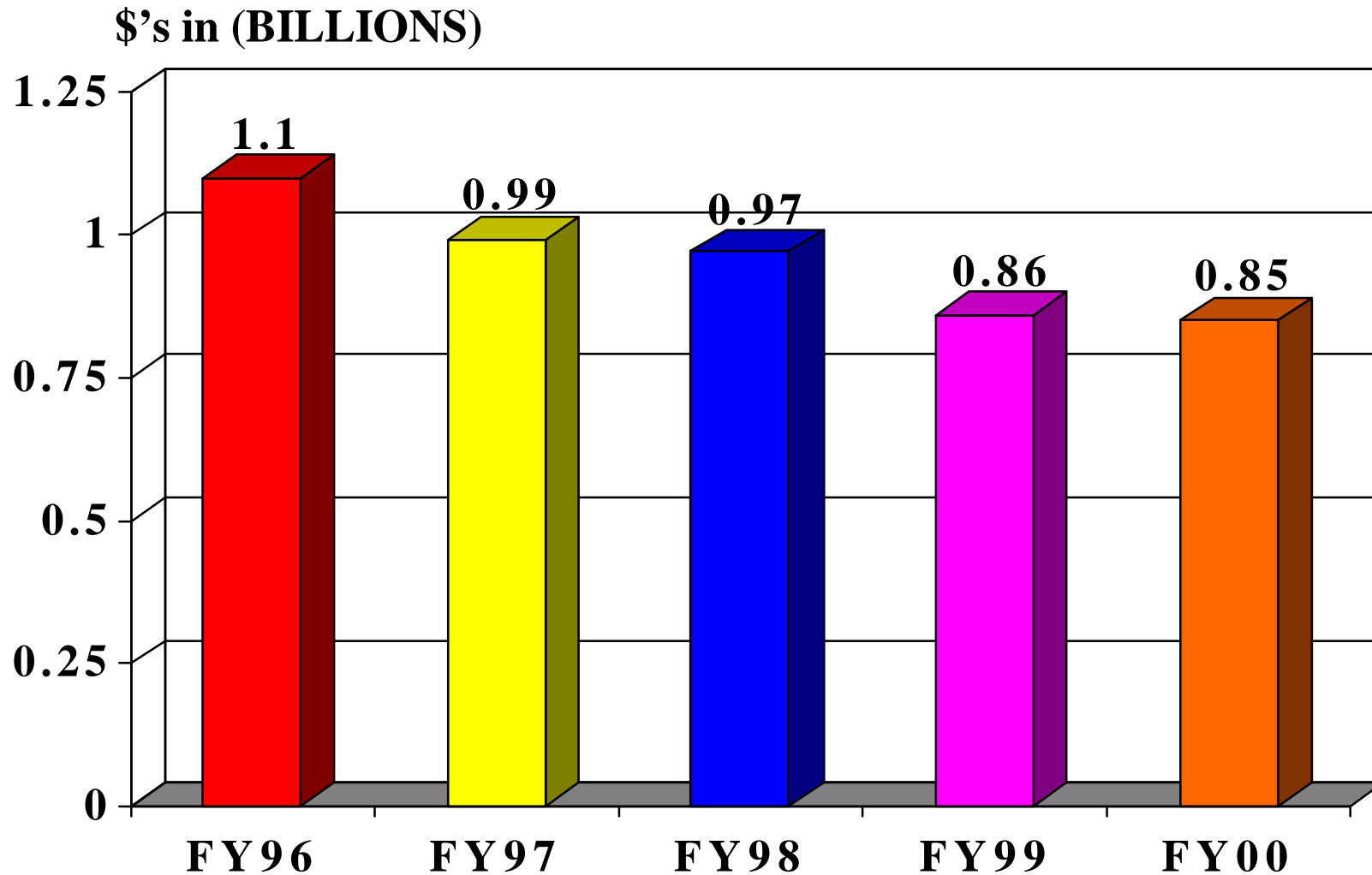
# TACOM-ACALA FY99 OBLIGATION PROJECTIONS

Requirements Distribution: \$486 Million Estimated Obligation



# TACOM-ARDEC CONTRACT \$'S

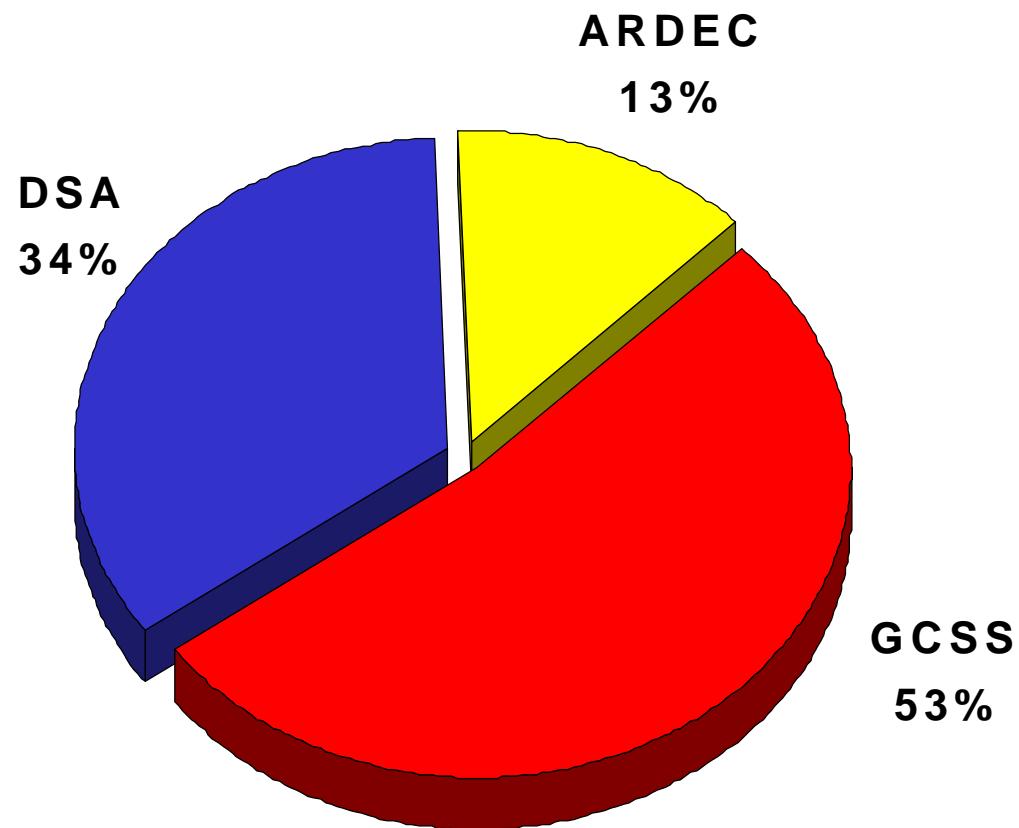
## Historical and Projected





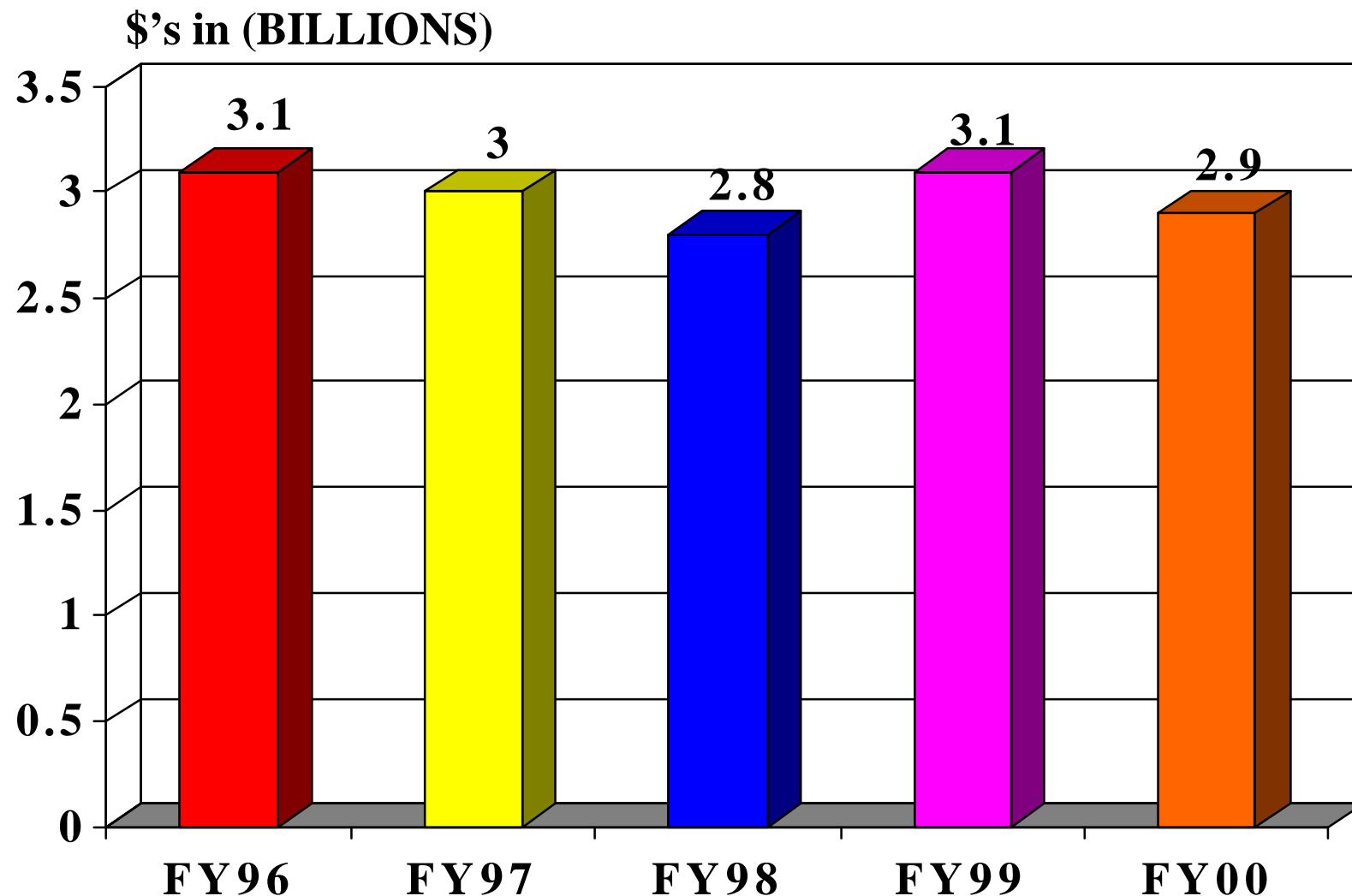
# TACOM-ARDEC FY99 OBLIGATION PROJECTIONS

Requirements Distribution: \$856 Million Estimated Obligation



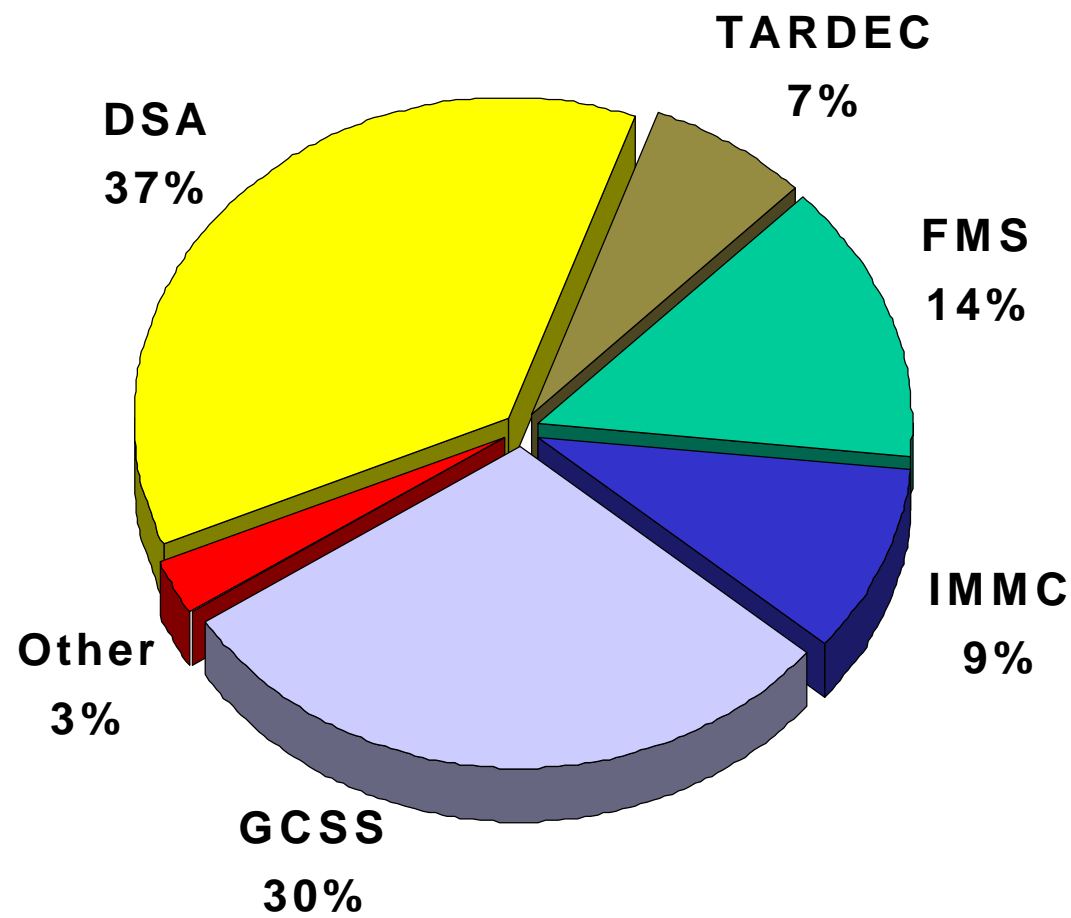
# TACOM-WARREN CONTRACT \$'S

## Historical and Projected



# TACOM-WARREN FY99 OBLIGATION PROJECTIONS

Requirements Distribution: \$3.1 Billion Estimated Obligation



# TACOM Future Buys

Summary listing on the Web

[www.tacom.army.mil/acqcen/future\\_buys/  
future\\_buy.htm](http://www.tacom.army.mil/acqcen/future_buys/future_buy.htm)

Table of Content links to  
Program of your choice

Available for six (6) months

Requirements are best estimates.

# **TACOM ACQUISITION CENTER**

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# TACOM ACQUISITION CENTER

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# TACOM-ACALA ACQUISITION CENTER

## Summary of Estimated Requirements

Nomenclature	FY99	FY00
<b><u>SMALL ARMS &amp; AIRCRAFT ARMAMENT GROUP(Cont.) :</u></b>		
M203 Bracket (Module Weapons System)	2,200	2,200
M24 Blank Firing	1,440	1,400
M203A1 Mod Kit (M4 Carbine)	4,615	4,615
Butt Stock	1 lot	1 lot
Shotguns	800	800
M122 Tripod Mount	200	200
Barrel Assembly	5,031	5,031
Mount	350	350
Magazine Assembly	251,712	251,712
Receiver	100	100
Barrel Machine Gun	1,750	1,750
Adapter Ammo	12,600	12,600
Bolt Breech	2,186	2,186
9MM Pistol – M11	261	261
See Page No. 12 of Future Buys		

# TACOM-ARDEC ACQUISITION

## Summary of Estimated Requirements

Nomenclature	FY99	FY00
SGI SW Maint	RDTE	X
Env Tech Verification	RDTE	X
PC Maintenance	RDTE	X
Server SW	RDTE	X
PDN Sys Admin	RDTE	X
Cust PC Spt-B	RDTE	X
Base Level SW-A	RDTE	X
Base Level SW-C	RDTE	X
Base Level SW-D	RDTE	X
Network Mgmt	RDTE	X
CorpComp Mgt-A	RDTE	X
MAAWS	Service	X
30mm Ammo	RDTE	X
30mm Gun Turret	RDTE	X
25mm M919	See Page No. 45 of Future Buys 175,000	X



# TACOM-WARREN ACQUISITION CENTER

## Summary of Estimated Requirements

Nomenclature	FY99	FY00
<b><u>DSA - PM-Heavy Tactical Vehicles</u></b>		
PLS Truck	145	94
PLS Trailer	96	94
PLS Flatracks (CROP)	596	566
PLS Container Handling Unit (CHU)	60	130
Tactical Fire Truck	5	5
HETS	185	178
HEMTT	124	108
HEMTT ESP	0	24
Heavy Dry Support Bridge	0	3
Common Bridge Transporter (CBT)	66	34
Bridge Adapter Pallet (BAP)	84	26
Improved Boat Cradle	34	0
Improved Ribbon Bridge	0	18

See Page No. 59 of Future Buys

# TACOM-WARREN ACQUISITION CENTER

## Summary of Estimated Requirements

Nomenclature	FY99	FY00
<b><u>Ground Combat and Support Systems PM Abrams</u></b>		
Abrams Tank STS	Service	Service
AIM Production	90	90
T58 Track	18,720	18,720
New Equipment Training	Service	Service
Multi-year IV SEP cut-in	120	120
NBC Fire Fix Mod	90	116
AcqPro Maintenance Services	Service	Service
X1100-3B Transmission STS	Service	Service
AGT 1500 Engine STS	Service	Service
ANAD/AlliedSignal Partnership (Engines)	132	132
Roadwheel Upgrades	120	120
Final Drive Upgrades	260	260
Battlefield Override Large Hull kit	333	333
Battlefield Override Transmission kit	333	333

# Where We Were!

(FY92)



## **Government/Industry Relationships**

**“Arms-length” Often Adversarial  
Limited Industry Input  
Functionally Segregated;  
Consecutive Processing**



## **Requirements Reform**

**Design Specifications  
Government Configuration Cntl  
Extensive, Redundant Testing  
Unique Processes and Products  
Commercial Items The Exception**



## **Process Reform**

**Rule Based Process  
Paper Process, Drawings &  
Aperture Cards  
Limited Imprest Fund Auth (<\$50)  
Low Bid Preferred Approach  
Large Inventories**

# Where We Are!

## **Government/Industry Relationships**

**Partnering  
Integrated Production Teams  
Concurrency in Procurement  
(ALPHA Contracting)  
Alternative Dispute Resolution**

## **Requirements Reform**

**Performance Based Requirements  
Contractor Configuration Control  
Simulation in Lieu of Testing  
Single Process Initiative  
Commercial Products & Processes**

## **Process Reform**

**Electronics/WWW/EDI  
Credit Cards  
Long Term Contracts  
Past Performance Evaluation  
Direct Vendor Delivery**

# Where We

## **Going!**

### **Government/Industry Relationships**

**Qualified Supplier List  
Leveraged Bus. with DCMC/  
DLA & Industry  
Prime Vendor  
Longer Term, Fewer Contracts  
Focus on Small Bus. Participation  
Corporate Contracts**

### **Requirements Reform**

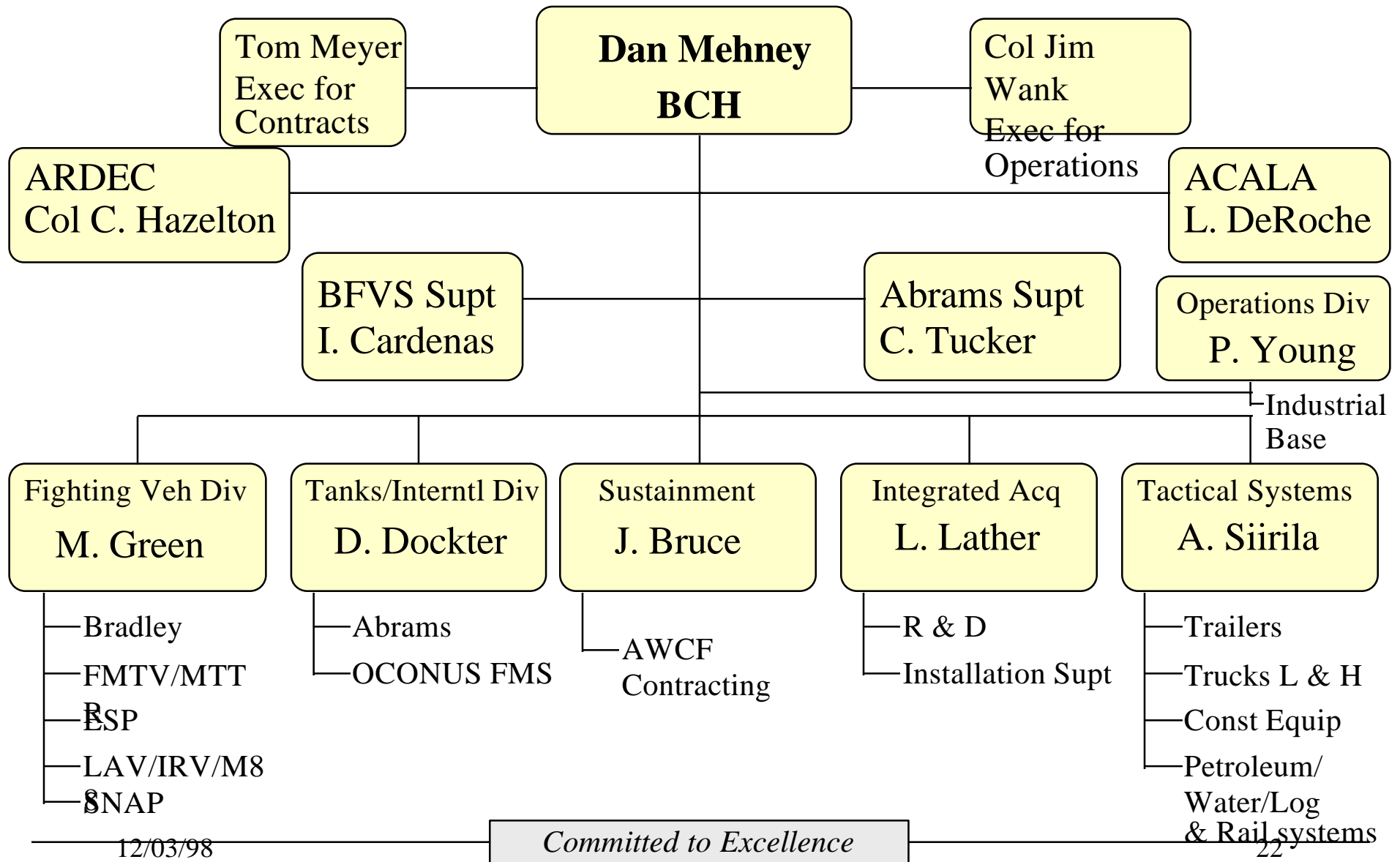
**Shorter Cycle Times  
Logistics Reform & Privatization  
Modernization Thru Spares  
Commercial Products  
Focus On Reducing Cost of  
Ownership/Life Cycle Cost**

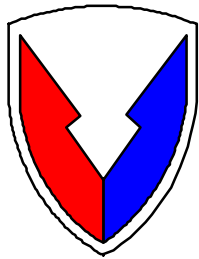
### **Process Reform**

**Electronic Contracting & Ordering  
Electronic Shopping Malls/Virtual  
Contracting Web Site  
Expand Credit Card Use  
More Integrated Product Teams**

# TACOM-WARREN

## Points of Contact





AMC



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